



## **Protect Your Opportunity: Get a Signed Contract with the Prime**

MBE and WBE firms often serve as subcontractors on State projects, and the Division works to ensure that commitments to MBEs and WBEs are met by prime contractors. However, the primary role and legal authority for the Division is to ensure that the prime honors the amount of subcontractor utilization. After the engagement begins, primes sometimes choose to replace subcontractors with other certified MBE and/ or WBE firms. When this occurs, the Division works to discourage the replacement, but ultimately the State can not enforce the relationship between the prime and a particular subcontractor when the subcontractor is replaced by another qualified MBE or WBE.

Subcontracting firms protect their position when they obtain an actual contract directly with the prime. The Division has designed an optimal opportunity for MBEs and WBEs to complete this critical business transaction. When bids and proposals are submitted by prime contractors, the State requires that a letter of commitment be presented from each certified MBE and WBE that is to be used on the project verifying their partnership with the prime. Prior to providing that letter, each certified subcontractor should seek and receive an executed contract from the prime contractor protecting the subcontracting relationship should the prime win the opportunity. Then, if a conflict arises with the prime, the subcontractor has legal standing to protect their position.

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## **Executive Order 5-11 Implemented**

On April 11, 2006, the Indiana Department of Administration (IDOA) received the Indiana Business Diversity Council certified Minority Business Enterprises to be accepted by the State. The Division is pleased to welcome these new clients to the state MWBE program. Within 24 hours of receiving the referrals from the IBDC, the seven eligible firms were combined with the 1,551 existing IDOA certified firms in the IDOA directory of MBEs and WBEs.

The online listing will allow the hundreds of state purchasers and prime contractors across the state the ready-access they require to make purchasing and subcontracting decisions.

Executive Order 5-11, which Governor Daniels signed on his first day in office, directed IDOA to adopt new state regulations to accept the MBE certification of the IRMSDC, now called the IBDC, and others for State contracting.

Firms certified by the IBCD, wishing to be accepted for state contracts, that were not one of the eight referrals should contact the IBDC for assistance.

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## **Reminder:**

As contracting opportunities continue to present themselves, the Minority and Women's Business Enterprises Division remains dedicated to communicating the information regarding various opportunities.

In order to stay abreast of the constant flow of information, it is vital that the Minority and Women's Business Enterprises Division maintains an updated list of email addresses.

Please keep the MWBED informed of email address changes by contacting the office at 317-232-3061 or [mwbe@idoa.in.gov](mailto:mwbe@idoa.in.gov)

Due to the nature of MWBED services, emails are sent out frequently. Please make sure that emails are not being delivered to a spam or junk mail folder.

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## **Indiana Minority-Owned Businesses See Increase**

Businesses owned by black entrepreneurs increased 45 percent more than the national rate for all businesses from 1997-2002, totaling a number of 1.2 million, the federal government stated Tuesday, April 18.

According to the "Survey of Business Owners: Black-Owned Firms: 2002," the combined revenue increased by 25 percent to \$88.8 billion.

While overall progress has been made nationally, Indiana has also made great progress. According to the study in 2000, while Indiana's black population was 8.4 percent, Indiana's increase in black-owned businesses was 27 percent.

Recent changes have been made by the Minority and Women's Business Enterprises Division that focus on promoting the success of minority-and-women-owned businesses. Certification has been made more efficient for those businesses seeking to qualify for state contracts. According to Deputy Commissioner Claudia Cummings, 40 percent of the MBE firms certified today are new to the program since Governor Daniels took office in 2005.

"The Minority and Women's Enterprises Division has been working along side State Government to implement changes that foster an environment in which minority businesses can start and grow," says Cummings.

"As a result of the changes that have been implemented, we are seeing more minority-owned businesses being certified and obtaining contracts," continued Cummings.

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## Circle City Rebar: A Success Story

Frank Davis knows about the outcomes that can come about when you don't take no for an answer. Circle City Rebar recently landed a \$5.1 million contract to furnish steel for the Lucas Oil Stadium. The contract is the largest award received to date by an MBE or WBE.

Circle City Rebar Owner Frank Davis has been involved in manufacturing all his life. After General Electric, where Davis was VP of operations, was sold and relocated, Davis took a month off to develop a business plan, talk with resources, and consider whether this was an endeavor he wanted to undertake. Frank Davis incorporated Circle City Rebar in April 2005. It was not until September, however, that they cut their first steel order.

Davis says "I underestimated what it took to book the work my company needed." September to November proved to be hard times, with days when there was no work. Davis says their determination to hang in there soon witnessed their work schedules picking up.

Looking back on the success Circle City Rebar has experienced in such a short time, Davis attributes his success to several factors. The first factor was his company's reputation as a supplier. Davis says they took every precaution to avoid giving anyone the chance to complain about his company's service. As a result, Davis is pleased with his company's reputation and is confident that it is a reputation that can be heavily relied upon.

The second factor in Circle City Rebar's success is relationships. Relationships helped Davis in deciding to start a business. Relationships have provided a lift to get his firm off the ground, and ultimately, it was relationships that helped him land the Stadium contract.

Because he realized what his business was and what it was not, Davis understood that pursuing a Stadium contract solo was unrealistic. Davis approached a competitor with whom he had a previous relationship. He proposed partnering their businesses in pursuing and carrying out a Stadium contract.

The third factor in Circle City Rebar's success was the ability to accomplish complex work. Davis feels that his company is unique in the fact that although they may be a small shop, he set up his company to have the ability to achieve what large companies do. In order to land contracts that are going to benefit small firms, Davis feels that companies have to be able to handle that scope of work.

In February 2006, Frank Davis was certified with the Minority and Women's Business Enterprises Division. He discovered certification through reading publications such as Indiana Minority Business Magazine, IBJ, and the Recorder. While he had a basic

knowledge of the certification concept, Davis says, “I did not know all the particulars, but I knew I needed to be certified.”

As a result, he visited the Minority and Women’s Business Enterprises Division where Deputy Commissioner Cummings discussed the process with him and assigned a staff member to assist Davis in understanding and completing the certification documents. After his questions were answered, Davis says, “I went back again to make sure I had the answers right and was going about the certification process correctly. With the help of the staff, the certification process went smoothly.”

After he was certified, Davis says the networking opportunities that MWBED provided poured in. Davis attended everything the Division offered in order to understand his industry better and to meet other subcontractors as well as prime contractors.

“Frank did all the right things. He took advantage of the consultation services our office provides and the networking events we host,” said Deputy Commissioner Claudia Cummings. “Our door is always open and we want people to approach our office with Frank’s mindset.”

According to Frank Davis, Circle City Rebar still has a long way to go to solidify itself in the industry, and he is still learning things, but he is thankful for the help he has received from all angles.

While Davis attributes his success to his reputation, relationships and the company set up, his advice for other MWBEs is this: be prepared to go beyond no. “No is something business owners will hear a lot,” he says, “but be prepared to look beyond no and pursue your company’s success.”



*Circle City Rebar employees work at the shop.*

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## **Achieva Resources Seeking MBE Participation**

Achieva Resources invites Minority Business Enterprises to participate in the following contract opportunity.

The project is the construction of a new 8,804 SF building located at 800 Mendleson Drive, Richmond, Indiana. The basic construction is slab on grade, wood frame, pre-

finished vertical steel siding, and a shingled roof. There is also an add alternate, which may be accepted, for brick on the main elevation.

The Owner is officially Achieva Resources Corporation, Inc.

The work will be performed as outlined in the contract documents. The contract will be made directly with the Owner. Prince/Alexander Partners, Inc. shall serve as the architect.

For further questions contact:

Lacy Building Corporation  
1640 Industrial Drive  
P O Box 274  
Celina, OH 45822  
Phone: 419-586-6390  
Fax: 419-586-5330  
Kerry Muhlenkamp, Project Manager/Estimator  
Email: [kerry-lbc@bright.net](mailto:kerry-lbc@bright.net)

After contacting Lacy Building Corporation, please email [mwbe@idoa.in.gov](mailto:mwbe@idoa.in.gov) and notify IDOA of your interest.

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## **Purdue University Receiving Bids**

The Trustees of Purdue University will receive sealed bids for the following projects until 3:00 p.m. Eastern Daylight Time on Thursday, May 18<sup>th</sup>, 2006 in the Parking Facilities Office, Visitor Information Center, 504 Northwestern Avenue, West Lafayette, IN 47906.

1. West Lafayette Campus – Cary Quadrangle South Landscaping – 2006
2. West Lafayette Campus – Tower Drive Steam Pit Replacement – 2006

Bids will then be publicly opened and read aloud in the Conference Room of the Visitor Information Center, 504 Northwestern Avenue, West Lafayette, IN 47906.

The Principle Subcontractor Questionnaire listing the names of the bidder's principle subcontractors shall be submitted with the bid. The remainder of the Questionnaires and Material Lists shall be submitted prior to 3:00 p.m. EDT on Thursday, May 25, 2006 to the Physical Facilities Construction Department, 401 S. Grant Street, Purdue University, West Lafayette, IN 47907.

Bidding Documents are to be obtained from Purdue University Printing Services, 250 S. Intramural Drive, Purdue University, West Lafayette, IN 47907. They can also be reached by phone at 765-494-2006 or 765-496-1629

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## **ISCBA to Receive Bids**

The Indiana Stadium and Convention Building Authority will receive bids for the designated bid package for the Indiana Stadium Project.

**Bid Package 7D - Security/Fire Alarm/Building Controls**

- Contract No. 11C – Security
- Contract No. 15E – Building Controls
- Contract No. 16D – Fire Alarm

Sealed bids will be received on **Thursday, June 15, 2006** for the listed Bid Package until **2:00 PM local time at the Indiana Stadium and Convention Building Authority Headquarters at 425 W. South Street, Indianapolis, IN 46225**. Bids received after this time will not be accepted. Faxed or e-mailed bids will not be accepted. Bids will be opened in the main conference room, and read aloud at that time. All interested parties are invited to attend.

Firms are encouraged to submit bids on the Indiana Stadium Convention Building Authority project as a prime contractor or as a subcontractor.

For more information on this project, visit the Indiana Stadium and Convention Building Authority website at: <http://www.in.gov/iscba/>. To view the bid package document, please visit: <http://www.in.gov/idoa/minority/opportunities.html>

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## **Public Works to Hold Pre-Bid Meeting**

The Indiana Department of Administration Public Works Division will be receiving bids for the Indiana Veteran's Home project to install a lift station.

A Pre-bid meeting will be held at the Power House on Thursday, May 11, 2006 at 10:00 a.m. State certified Minority and Women-Owned firms are encouraged to submit bids on this project as a prime contractor or a subcontractor.

Bids will be accepted at the Bid Desk, Department of Administration, Public Works Division, 402 W. Washington St., Room W467, Indianapolis, IN 46204 until 1:31 p.m. (local time) on Tuesday, May 23, 2006.

The scopes for this project are as follows:

- Demolition
- Excavating
- Trucking
- Concrete
- Plumbing
- Electrical

For more information on this opportunity call 317-232-8012 or visit [www.buyindiana.in.gov](http://www.buyindiana.in.gov)

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## **Calendar of Events**

### **May 9, 2006**

#### **Small Business Administration Seminar-Bonding for Government Contracts**

SBA Indiana District Office, 8500 Keystone Crossing, Ste. 400, Indianapolis

2:00 – 3:30 p.m.

Reservations are required

For reservations please contact: Mike Hasler at 317-226-7272 or

[Michael.hasler@sba.gov](mailto:Michael.hasler@sba.gov)

### **June 12, 2006**

#### **Governor's Commission on Minority and Women's Business Enterprises**

Indiana Government Center South Conference Center, Room B, Indianapolis

1:00 p.m.

### **June 14, 2006**

#### **Small Business Procurement Workshop**

Indiana Convention Center, Indianapolis

9:00 a.m. – 12:00 Noon

### **July 11, 2006**

#### **Buy Indiana Business Diversity Series: 2006 Matchmaker Connection**

(In conjunction with the Indiana Black Expo)

Sponsored by seven institutions of higher education

Indiana Government Center South Conference Area Center

402 W. Washington Street, Indianapolis

Registration: 9:30 a.m.

Governor's Reception: 2:00 p.m.

### **September 11, 2006**

#### **Governor's Commission on Minority and Women's Business Enterprises**

Indiana Government Center South Conference Center, Room B, Indianapolis

1:00 p.m.

### **December 11, 2006**

#### **Governor's Commission on Minority and Women's Business Enterprises**

Indiana Government Center South Conference Center, Room B, Indianapolis

1:00 p.m.

For the most updated version of the calendar, please visit: <http://www.in.gov/idoa/minority/events.html>

